

JANUARY 1743.

MEMORIAL

FOR THE

LINEN-MANUFACTURERS

of SCOTLAND.

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AS it is apprehended, that a new Tax will be wanted for carrying on the present War, it is hoped that the Proposal made last Year, of laying on an additional Duty on foreign Linen, will be revived and supported not only by the honourable Gentlemen who distinguished themselves by their approbation of that measure but by all who are true Lovers of their Country; and as this Duty would be highly conducive to the promoting our own Manufactures, especially if it be not drawn back at exportation, it is earnestly begg'd that all persons, who have a regard to the true interest of their Country, would lay aside all private and personal views, and concur in promoting a Scheme, one of the most important to these Kingdoms, which ever came before a British House of Commons.

BOTH in Britain and Ireland, the Manufacturers of fine and coarse Linens have made a considerable progress, and as they are a mutual aid and assistance to each other, when under right regulations, and as some Countrys are more proper for the fine branch, while others are better calculated for the coarse, they seem to deserve equally the care and encouragement of the Public.

THE Manufacture of coarse Linen is of great advantage to a Country, as it employs numbers of people, who without any tedious education, are soon able to carry it to perfection, many of whom possibly could never, at least for a long time, be made fit to work in the finer kinds.

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THE fine Manufacture again, is considerable for the high value of the goods it produces: Both of them have great claims to our attention, and in giving them an equal encouragement, the good of the whole Manufacture would be advanced, by every labourer's being employed according to the extent of his capacity and skill; and by a proper use being thereby made of Flax of all degrees of fineness, spun into yarn, and wrought up into cloth justly proportioned to the materials of which it is composed.

BUT then it will at first view appear that the same Duty on all foreign Linens, is very far from being an equal encouragement to our own Manufactures.—It were to be wished that the Duty were to be laid on in an exact proportion to the value of the different kinds of Linens imported; but as that may meet with difficultys in some sorts, it is at least hop'd that there may be such a difference in the Dutys of fine and coarse Linens, as we shall take the liberty to point out in the following hints.

IF the Manufacture was quite in its infancy, and a scheme was to be form'd how to introduce it; in that case, it might be sufficient at first to lay on a Duty of one penny *per* ell not to be again drawn back at exportation; or a Duty so high as might enable the Undertaker to undersell every Foreigner in some one branch or other, which would naturally fall to be of the coarser kinds as they would be most affected by this new duty; and indeed such kinds would best suit new beginners.

LET it be supposed, that this Duty of one penny *per* ell would enable us, in the course of a few years, to undersell the Foreigners in all such kinds as did not exceed 10 pence *per* ell; when this was done, no farther length could be gone; the Foreigners would still sell their finer Linens at a rate cheaper than we could afford them, until a second aid was obtained from the Legislature.—If then, another Duty of a penny was laid on foreign Linens, even that would do no more than enable us to undersell the Foreigners in Linen of 20 pence *per* ell value, while in the higher kinds they would still rival us, for which the only remedy would be to lay on a third Duty of one penny *per* ell.

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IF still they continued to cut us out in the finer goods, and such as were above 30 pence *per ell*, then doubtless a Government that had the interest of its Manufactures at heart, would lay on a fourth Duty not to be drawn back; and thus step by step lead their Subjects from the first rudiments as it were of the business, to excel by degrees in the higher branches.

HAD measures of this kind been begun in due time and followed out as the circumstances of the Manufacture required, the Nation by this time would have sensibly felt the good effects of them.

BUT as any accidental encouragement, the Manufacture met with, was on occasion of taxes laid on foreign Linens purely to supply the exigencies of the Government, and not with any view to promote our home Linens, no such method was observed, and every one by that means was left to follow that branch, which his genius, situation, the example of others, or perhaps chance pointed out to him.

SINCE then, the Manufacture has already made some advances in all its branches, it cannot now be treated in the above way, which would have very well suited its infant-state: it now demands an equal support in all its kinds by a Duty on every species of foreign Linen in some degree proportionable to the intrinsic value.

ANY less Duty, than a penny *per ell*, laid on foreign Linen, would not be a suitable encouragement to the undertaking even the coarser kinds, whose value lies chiefly in the great quantities of coarse flax they require, in which foreigners have the advantage of us.

WE would humbly propose then, that an additional Duty of one penny *per ell* on all foreign Linens under 10 pence value were imposed; and on Linens above that value, that ten *per cent.* were laid on, *ad valorem*, at least on all Linens from 10 pence to 40 pence *per ell* value; and this would in effect be a Duty of two pence on Linen of 20 pence value, three pence on 30 pence and four pence on 40 pence cloth, and so proportionably on the intermediate sorts: as for Linens above the value of 40 pence, we apprehend a Duty of four pence *per ell* is but a very moderate encouragement; some fine Linens, particularly from Holland, being of 10 shillings *per ell* value,

value, on which this Duty of four pence would scarce be felt.

NOR do we now think, the method of levying Dutys *ad valorem*, subject to any difficulty since the check that has been provided by an Act of Parliament past in the eleventh year of the late King, by which it is enacted that any Custom-house Officer may oblige the Importer to sell him the goods at the sworn value put upon them at entry.

THAT this Duty would raise a large sum, we are of opinion, can be no objection, considering the present public exigencys. If it should have no effect as to encouraging our own Linens, there would at least be a lasting fund created for raising money, at which even Foreigners could have no reason to murmur.

BUT supposing that the importation of foreign Linens should, after such a Duty, decrease, and his Majesty's Subjects be supplied with their own Country Linen: This, by giving comfortable subsistence to many Thousands now either a burden, or hurtful to Society, would occasion a great increase in the taxes, which would do more than compensate any deficiency that could happen on the new fund; and the Creditors may be secured on the aggregate Dutys, as was lately done in the case of the Gin-act.

NOR do we think such an additional Duty would at all encourage smuggling, considering the bulk of the coarser goods, in which the Duty would be most felt; and as for the very fine kinds, which are of less size, and so more liable to be run, the consumpt thereof is mostly in great and populous Towns, and the dealers therein men of substance and reputation, who purchase the goods from abroad in large quantities and on easier terms than smugglers, always people of ruin'd and desperate fortunes; and so the fair trader must be in a capacity to undersell them, especially considering the unavoidable great expence attending this unlawful traffick, and that the Linen-manufacturers now diffused over the whole Island would be spys and checks on such pernicious practices.

IT is proposed that no part of this Duty should be drawn back: for if the Dutys were never so high, if they be not sunk at exportation, we can reap no new benefit by the Plantations which are the
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natural market for our coarse goods, and that this will be no great load on them, we hope will evidently appear by calculations made on that head in a Pamphlet published in 1738, intituled, *A Letter from a Merchant to a Member of Parliament*, which was wrote to recommend the taking off the draw-back of foreign Linens: we heartily wish every friend to the Linen-busines would take the trouble to peruse it. In this Pamphlet it is calculated, with the greatest appearance of evidence, that in the case of drawing back the whole Dutys on foreign Linen at exportation, which we reckon would be a greater burden on these goods than the additional Duty we propose, the increase of the expence thereby of clothing a Negroe, would not exceed three pence yearly, which is such a trifle, that surely it would be doing no justice to the Planters, to suppose they would in the least repine at; the whole of the present draw-backs on foreign Linens exported to the Plantations or any foreign Country whatsoever, being only twenty eight thousand pound *per annum*.

BUT supposing that our Colonys should be put to this trifling charge, till they could be totally supplied from our own Manufactures, we think they ought to bear it for the good of their Mother-country, both on account of the protection given them by her, as well as in gratitude to the Manufacturers of these Kingdoms, by whose means all sorts of foreign Linens are now afforded them ten *per cent* cheaper than they were twenty years ago. So that this present Duty, even at the utmost, puts them on no worse footing than they were within that period of time.

IF the Dutys are not sunk at exportation, as the drawing back any Duty, especially in goods variously rated, gives opportunity for frauds, the importer may thereby be enabled to sell his goods at home, at bare first cost and duty, making his profit by the fraud of exporting under wrong denominations.

IT is objected by some people, that this new Duty may occasion Linen to be smuggled into our Plantations from the French and Dutch Settlements; But that this is, in fact, impossible will easily appear from the reasons given in the before-mentioned Pamphlet,

wherein the Author clearly proves that the hazard of such a trade would be very great, and the profits arising from it very small, even if there was no extraordinary danger attending it.

THE only argument as to the Plantations, that seems to have the least weight, is, that an additional Duty may in some measure discourage the Trade betwixt Jamaica and New Spain, by encreasing the price of foreign coarse Linens, which are, it seems, a branch of this Traffick.

IN the first place, supposing the fact, is it reasonable that the whole Linen-manufactures of Britain should not be encouraged, because such encouragement hurts one branch of a particular Commerce? Next, let it be considered that this Trade, being intirely contraband, is extremely precarious, the continuance thereof depending absolutely on the remissness of the Spaniards; it does not seem to deserve so much attention as a permanent lawful Trade. It may also be noticed that the profits on that business, being necessarily very great, to make amends for the vast expence, risques and disappointments it is subject to, a small increase of the first cost of goods employed in that way, cannot be so soon, if it is at all felt, as if the Trade were regular and steddly, and reducible to calculations: This likeways may be a reason for introducing our own coarse Linens into these parts, tho' not quite so cheap as the foreign ones.

BUT the grand objection, which, we hope to show, has no solidity, is, that we cannot nor ever will be able to supply the demands of our Plantations; yet we think it no difficult matter to prove, that it is easily in our power, if properly encouraged, not only to supply the total consumpt of Britain and Ireland in all kinds of Linen, but also to answer the whole demands of our Colonies, nay more, in time to export to other Nations, great quantities of some branches of our own Linens.

IN the Pamphlet formerly referred to, it is computed that the yearly consumpt of Linen, in the whole British dominions, is near Eighty-eight millions of yards, being at a medium six yards and a quarter

a quarter yearly to each Person of fourteen millions supposed to be the number of Inhabitants in Britain, Ireland, and the Plantations. Of these Eighty-eight millions of yards, by the Custom-house books, there are imported thirty-two millions, and consequently fifty-six millions must be manufactur'd in Britain and Ireland. Now whoever considers the great number of Poor in England, which appears by their high Poor's rates, and how many idle starving inhabitants there are in Scotland and Ireland, frequently from want of employment at home, obliged to seek it abroad, will have no great difficulty to conceive that the Linen-manufacturers may be augmented very considerably, at least one half of the present number, which augmentation would instantly furnish to a trifle all the quantity of thirty-two millions now imported.

BUT as a Country's being fully employed in profitable Manufactures, and enjoying its full Rights and Libertys, not only prevents the Subjects from leaving it, but likewise occasions a speedy increase of people, by the encouragement they have to marry early, as also by the concourse of industrious Foreigners to places where they are sure of finding business and protection, there is ground to hope that in a few years we may be able not only to supply our own Dominions, but likewise to export considerable quantities of certain kinds of our Linens to other Countries.

IT is some comfort to us to find that many of the Gentlemen of the most considerable Estates in the Plantations have show'n a strong desire to encourage our Linen-manufactures, and have recommended the use of them warmly to their friends in a printed Letter sign'd by great numbers of them, so that no opposition to this Duty can be supposed to arise from our Plantations.

IT would be extremely dangerous to make any exceptions of any particular species of Linen, even tho' restricted to the smallest breadths: for the excepting Linen of any particular Country, from a Duty laid on all the other foreign cloths of the same fineness, would doubtless greatly increase the importation from that Country

Country and tend considerably to lessen the Tax, besides giving a handle for Frauds, already too much practised, by entering Linens under wrong denominations, whereby the Home-manufactures have been greatly affected.

AGAIN, if there was an exemption of a certain breadth, this might induce Foreigners to make their Linens narrower than formerly, and by increasing the importation of goods of that kind in some measure defeat the fund, and the design of laying it on; and as this is a matter of the utmost consequence, we humbly hope it will be attended to: For it must be remembered that cloth, even of half-yard breadth, is fit for a vast variety of things, particularly clothing Negroes in our Plantations, and all sorts of cloaths for Children, for toweling and many other uses. The importation of this narrow cloth, especially from Russia, has much increased on us, and the great cheapness of it has occasioned it to be made use of in many ways, that it does not at first view seem to be proper for, such as table and bed linen, and even shirting for the lower sort of People in England; if this species be exeem'd from the Duty, a great deal more will be used in these and perhaps other ways, than has been yet thought of.

If an exemption, of necessity, must be, we earnestly beg it may be on cloth at the utmost of half-yard breadth, and, as it is already said, even in that case it will be extremely prejudicial to our own Linens.

WE must again repeat, that as there is abundance of room for carrying on both the Manufactures of fine and coarse Linens, they ought to be equally encouraged; and we beg leave to represent further, that if the fine Linens of our own make were more encouraged than the coarse, and the latter by that means fell into some decay, the danger would not be great, as a very little alteration of our conduct would soon restore that Manufacture to its vigour; and as it would require no great effort of a Government, to set up the coarse Linens in a Country where they had not been at all known, so it would be mighty easy to recover that branch in places where it once had had a footing, if by any inadvertency
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it had suffered: But this is far from being the case of the fine kinds, for as the advances in them are slow and attended with great expence, the instruction of the Workmen tedious, and the houses and utensils more costly, any wound this branch might receive, by a disproportion'd encouragement of coarse Linens, would be difficultly healed, and might have very pernicious consequences.

THE Manufacture of fine Linen is the Staple of several parts of Scotland, and has as yet received little or no Publick encouragement, even the present one proposed for it is extremely moderate, considering its value.

GREAT preparations have been made in Scotland for the fine Linen at a prodigious expence, which would in a great measure be lost, if that branch of Manufacture should fall into decay; many Fine-cloth-weavers have been trained up, and whole Countys of Fine-spinners brought to that pitch of perfection, as perhaps no other part of EUROPE can pretend to, which is in some measure owing to our Flax, the fineness and strength of which is not to be exceeded in any Country; as a proof of this, our thread bears a character of strength superior to the Dutch or any other; it would be extreme bad management then, to allow the spinning of these fine yarns to be altogether lost to the Country, or if continued, to let them be exported, or smuggled to our Rivals in the fine Manufacture: But one of these cases must happen, if our fine cloth is allow'd to go to decay.

THE Undertakers of the fine Linen Manufacture in Scotland, after an obstinate struggle of twenty years have brought all the parts of it, to equal the Foreign in beauty and durableness; but yet from the cheapness of the materials and bleaching in foreign parts, the Linen of our Rivals is sold in large parcels to the London Importers, cheaper than it can yet be afforded by us: so that our fine Linen-manufacture is greatly declining, and may in time come to be laid aside intirely.

THE difficultys of it were, several years ago, thought to be in a great measure surmounted, as the whole that was then made, was readily sold off, in a few months, after it had come from the whiten-
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ing. This continued to be the sentiments of most people, while the quantity made was no greater than the consumption of Scotland, where it was easy for the Wearer to apply to the First-hand, viz, the Manufacturer.——When from this opinion numbers of new Adventurers undertook the business, and a much greater quantity was made than either the consumpt of Scotland requir'd, or of such of the English as had opportunity of applying to the Manufacturer; a set of intermediate persons, such as might convey the Linen from them to the wearers, and who behoved themselves to have a profit, became necessary.——Then it appear'd that the surplus of the home-consumpt could not be convey'd to the wearer on so much better terms than the foreign Linen, as to engage the English whole-sale Drapers to deal with the People of Scotland; The truth of this is evident by numbers of the fine Linen Manufacturers having of late given up their business; so that if no farther encouragement is given to it, by a proper Duty on foreign Linens of the same fineness, it can never be extended farther than the consumpt of Scotland alone.

As we have mentioned the whole-sale Linen-Drapers, it may be proper to notice that they will never be friends to the Manufacture of home-made Linens even tho' afforded as cheap, as they could import the like goods, in the largest quantitys, from abroad: for as they have the importation of foreign Linens intirely in their own hands, exclusive of the Retail-drapers, whom it is their business to furnish, they can never in the same manner ingross the sale of the home-made Linens, where every, the smallest, Dealer has the same advantages with them. This necessarily must destroy their whole-sale trade, at the best of no use, if not hurtful to the Publick, whose interest it is always to be served, as near as possible; from the first hand: for every intermediate dealer betwixt the Consumer and Manufacturer, superadds a new, and needless charge to the first cost.

AGAIN, as to the inferior Drapers imploy'd in retailing, even tho' we could serve them on the same terms as they deal with the whole-sale Drapers, which, we are of opinion, we might do, if proper

proper allowances were made for the strength and fabrick of our Cloth, yet most of these Gentlemen are under such engagements with their old friends, the whole-sale Drapers, that it is not to be expected they will alter the channel of their trade, without a very visible advantage.

BUT as the Pamphlet, we have so often mention'd, puts the case of the whole-sale Dealer in the strongest light, we beg leave once more to refer to it.

IF no farther Tax than a penny *per ell* was laid on all foreign Linens, the effect of such a Duty, as has been observ'd, could not extend farther than to what is of 10 pence value, it could scarcely be felt in a Linen of 20 pence value, and in what is still of a higher value, as its benefit could not at all be felt, it would necessarily have a bad effect: for if only such encouragement is given as will promote the sales of home-made coarse cloth, there must presently ensue a decay of the fine Linen-manufacture, the Spinners and Weavers occupied therein will naturally fall off into that branch where the greatest encouragement is given, and the young people will be bred to no other, which must necessarily increase the price of fine spinning and weaving; our Bleach-yards, erected at a great charge, must want their accustomed supply of cloth, and our Bleachers, bred in the Harlem manner, must be forced to seek bread elsewhere, and the Art itself become in danger of being lost to the Country.

IF the fine Manufacture should be once sunk, it would almost be impossible again to recover it. The present Undertakers are sensible that they have used their utmost efforts, and after an immense expence and labour, flattered themselves with the hopes of seeing it established. If these hopes are baffled, it will be impossible for a dispirited set of men to renew the attempt, nor will others be soon induced to set it on foot a-new, from a prospect of any future encouragement that may be given them. Men in this way of life judge mostly from the experience of their neighbours, and will hardly be brought to think, that what has been carried on by many of their acquaintance in the most anxious manner
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for many years together, and after all fail'd in their hands, can again be successfully attempted by any. There is a spirit that at times, is some how or other, catch'd, that if once depressed can never be recover'd again.

WE have for some time past had in Silesia new Rivals in the fine Linens, and as their progress is already too great, if we neglect timeously to encourage our own goods of that kind, our Manufacture will receive a check, before it come to its full vigour, by the cheapness of these Linens from Silesia, if they are suffer'd to come in upon us loaded with only a trifle more than the present small duties on them.

WE should endeavour to prevent all needless interfering betwixt any of the different parts of our Dominions; but it is apprehended, that if the fine Linens are discouraged, these Countys of Scotland, where they have begun them, and which are by no means proper for coarse goods, must necessarily throw themselves into the middling sorts of Linens, in which Ireland has been as yet unrival'd, and surely it cannot be for the interest of the whole, to have any jarings betwixt fellow-subjects, who should all contribute, every one in their own particular way, to the good of these Kingdoms.

THERE may likewise be an interfering, of a different sort, betwixt England and Scotland, if the latter is check'd in any of the branches of its Linen-manufacture. The People of that Country, since they have tasted the sweets of labour and industry, seem beginning to shake off that indolent unconcern about their Interest, which has been so long their reproach, and is certainly the chief cause of the smallness of their wealth. If discouraged in Manufactures of one kind, they will fly to others. They have great temptations to undertake the Woollen-trade, from the cheapness of labour, and plenty of Wool in that Country.

THERE have already been some attempts made by them, in the fine Woollen-goods, which have succeeded better than could have been expected from a first essay. Here, then, is a danger of these two Kingdoms interfering, which no other Method possibly can prevent,
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than by encouraging the whole People of Scotland to apply universally to the Linen-manufacture.

To support the above reasoning, we have from Mr *Gee's* valuable *Treatise on Trade*, an instance of a Country taking up the Woolen, when disappointed in the Linen Manufacture, even in England; Mr. *Gee* informs us in the Introduction to the above *Treatise*, that in King William's time, the Manufacture of fine Linen was settled in Somersetshire and Dorsetshire, and so increased in his Reign, that in a few years it was computed, that in a District of ten miles square, they made yearly to the value of One hundred thousand pounds in fine Linens; but on the peace with France, the foreign Linens were brought in so cheap, and by that means the Home-manufactures there, so discouraged, that at this day there is no vestige of a Fine-Linen Manufacture in these Countys, and but a small quantity of coarse Linens made, and even these almost intirely for their own use; but now the fine Woolen Manufacture is at this day carried on there to a very great extent, that part of the Country being at present the chief place in all England for all sorts of fine woolen goods.

Since we have mentioned Mr. *Gee*, we must notice an observation of this judicious Author, that the Linen-manufacture in the Northern parts of Britain may be made as considerable as the Woolen in the Southern parts.

WE hope it will not be taken amiss, if we attempt to show that the Manufacture of fine Linens, if carefully attended to and suitably encourag'd, may prove much more extensive than that of the coarse can possibly be, which we think, we have good reason to assert: for it must be noticed, that the northern Countrys of Europe must at all times undersell us in the Manufacture of coarse goods, both on account of the cheapness of their coarse flax, of which these goods are made, and also on account of their great cheapness of spinning and weaving: and these are encouragements of such weight, as no care or industry of ours can ever so far overcome, as to make our coarse goods come cheaper than theirs at any foreign market. This being the case, the utmost circle of the

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consumpt of our coarse goods, is our own Dominions in Europe and America.

BUT the fine Linen is a branch of the Manufacture that we may possibly export to other Nations, and that we may do it in future times, if properly taken care of, will not seem greatly improbable, when a little considered.

IN this view, it becomes an Object of great Moment; well worth the utmost attention of the Publick, and of quite another sort of consequence than the coarse Linens, whether we consider the high value of the goods produced, or the possible extent of their sale.

WE have already noticed the great excellency of our flax and yarns: this puts us in possession of the first materials of the fine Manufacture in a way superior to most Nations of Europe, if not to all; and as these northern Countrys that undersell us most in the coarse goods, are in some measure debarr'd by Nature from the fine, by the want of proper flax of their own growth for these goods, and tho' they had proper flax, yet as we have got the start of them as to fine Linens, which it is probable, they may never have substance to carry on to any great extent, nor patience to undergo the first essays and disappointments necessarily attending a new business, more especially that they are otherways fully employed in the coarse goods, and that now for a considerable length of time; we say, on these considerations, it is not impossible, but we may one time or other share with the Dutch in furnishing the northern Countrys with fine Linens: nor does it seem greatly improbable that we may in time furnish the Spanish and Portuguese Dominions in Europe and America with them. We know that tho' the Flemings were once intirely Masters of the Woollen-trade, They lost it to the English; and there seems to be some reason to hope that the fine Linens may be likewise gain'd from them by proper helps from the Legislature.

MANY Counties in Britain are at least as cheap to live in as Flanders, and it is well known that in works requiring ingenuity and address, our British Work-men have much the advantage
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of their neighbours, as may be seen by the many new branches of Manufactures brought into Britain, within this last Century, which we were before obliged to Foreigners for, particularly the French, whereas we now both serve ourselves in them, and export to a great value. Instances of which are our Clocks, Watches, Hatts, Glasses, Steel, Cutlery-ware, Toys of all sorts, Mathematical Instruments, &c. &c. &c. in most of which it is said the British now excel all other Nations.

By what we have said as to the fine Linens, we would not be thought any way to derogate from the merits of the Manufacture of coarse Linen; on the contrary, we heartily wish to see it flourishing to its utmost extent. But as we are firmly persuaded, there is abundance of room for both, we hope the friends of the coarse Manufacture will take no umbrage at the reflections we have made as to the excellency of the fine Linens; and if it be thought we have rather push'd them too far, we hope it will be forgiven, as it proceeded from an honest fondness for the welfare of our native Country.

